SHARP

# AL-2040
# AL-2020

Black & White Copier/Printer/Scanner

# SALES GUIDE

SHARP ***DOCUMENT*** SOLUTIONS

## Introduction

Sharp's black & white desktop models the AL-2040, AL-2020 bring performance in compact form for any small work places. These versatile desktop models can handle small volume print, copy and scan jobs with ease.

The AL-2040, AL-2020 are a great addition to any small office either at work or in a home environment. With a new design, these compact machines look great and can fit into a small space The machines are ready to work straight away thanks to an Auto Start function that means there is no warm-up time. Once in action the AL2040, AL-2040 can produce up to 20 ppm and they also have a fast first copy out time of 8 seconds. Paper capacity is excellent for this size machine – standard 300 sheets (including 50-sheet via bypass tray), and both models come with standard duplex function. The AL-2040 even comes with standard single pass feeder (SPF) and network printing capability.

The AL-2040, AL-2020 scan in full colour at 600 x 1200 dpi. Excellent image quality is ensured with Digital Auto Exposure and Text/Photo Mode that make copy contrast between photos and text in documents excellent. The AL-2040, AL-2020 are kind to the environment too. They comply with the new Energy Star criteria and have toner and energy saving features such as Toner Saver Mode and Auto Power Shut-Off.

AL-2040

AL-2020

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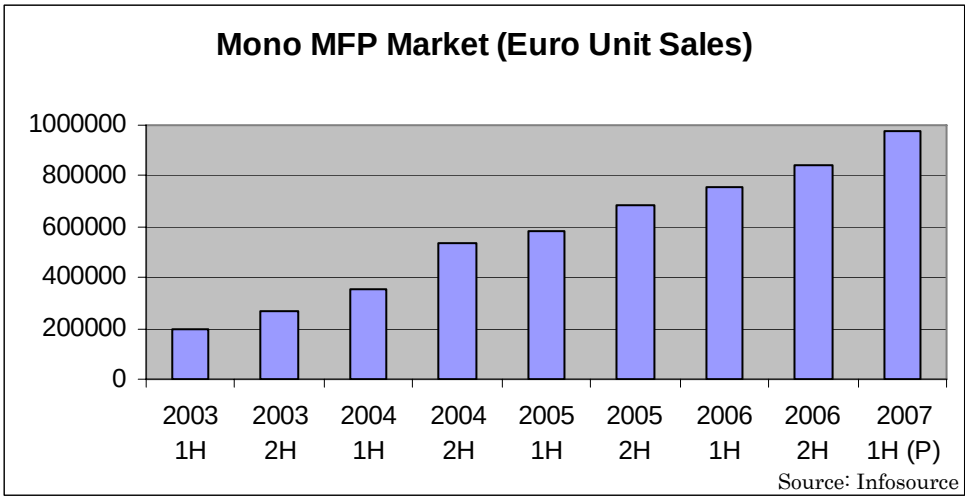
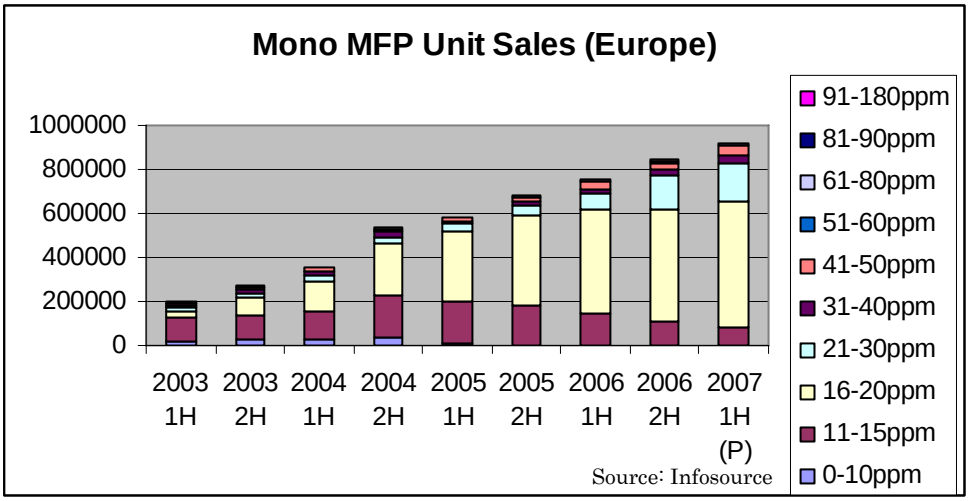
## Market Analysis

Whilst the trend in most of the MFP business has been for a shift towards colour and colour-capable machines, this has not massively impacted on the overall performance of the Mono MFP market, as it has continued to rise throughout the inception and maturation of the ever cheaper colour markets.




According to Infosource, it seems likely that the mono MFP market will break the 100,000 unit sales mark in 2007 H2.

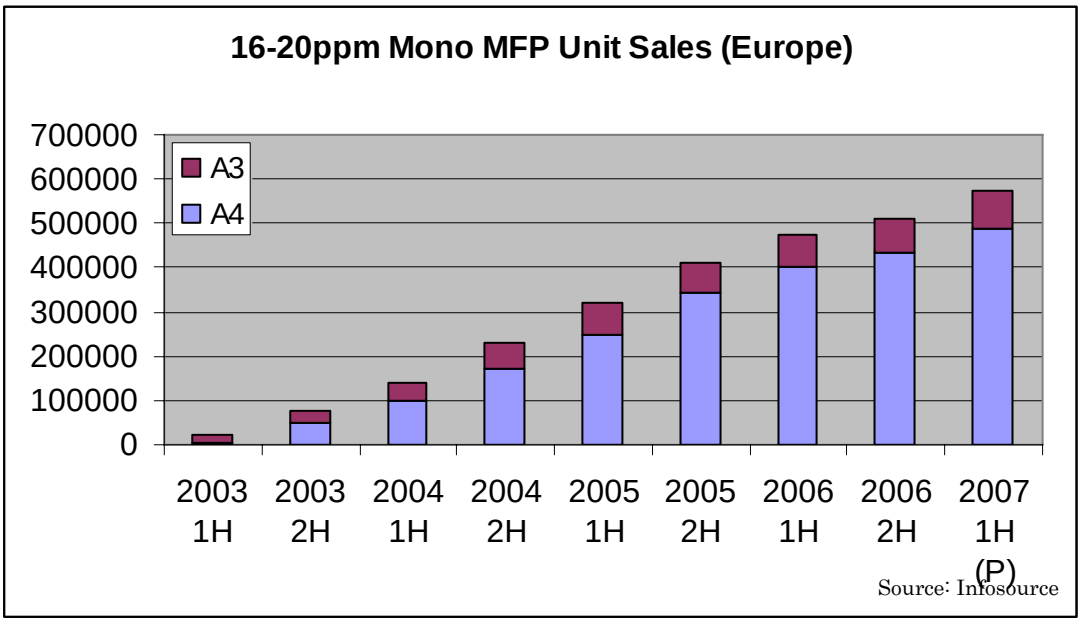
Breaking these results down into speed segments sheds some light on the trends within the market.




It is immediately obvious that the sub-15ppm market is dying, which means the 16-20ppm range is being seen as the minimum standard.

In fact, in the 1st half of 2007, Infosource predict that the 16-20ppm range will account for over 62% of the mono market, with over 572,00 unit sales.

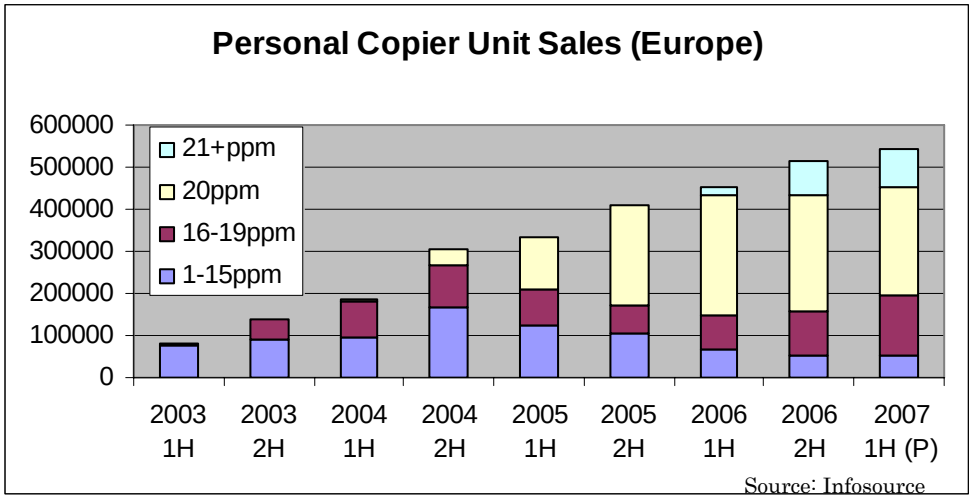
However, these figures include all 16-20ppm toner-based MFPs, with both A4 and A3 capabilities. By dividing A4 and A3- based systems, it becomes clear that the increased availability of low cost A4 units for use in the home has helped the A4 market maintain a massive advantage over the A3 market.




Whilst both markets have expanded, the relative maturity of the A3 market coupled with the aggressive shift towards A4 in the office and home markets (and the decline of the 15ppm and lower market) mean the A4 market has grown very rapidly over the last few years, and look set to continue doing so.

## Personal Copier Market

Of course, all of the data so far has included devices designed specifically for the workgroup / office market. But what about the Personal Copier market (defined by Infosource as A4 cartridge based (user maintenance), less than €1000.



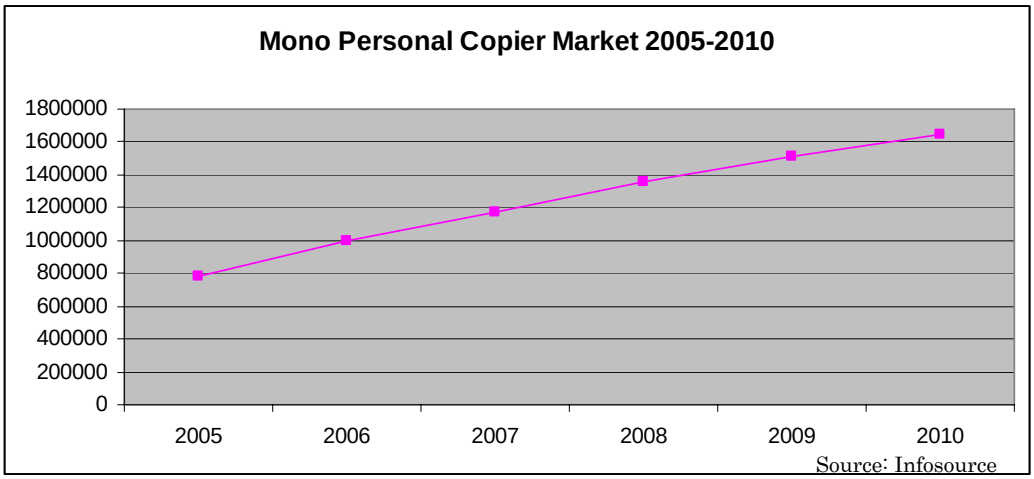

As you can see, the Personal Copier market has grown steadily since 2003, and in some respects has mirrored the overall MFP market – for instance, the sub 15ppm market has reduced drastically, and the 16-20ppm range is by far the largest.

Within that 16-20ppm range, it is clear that 20ppm machines make up the vast majority of unit sales – in fact in 2006 H2 (the last period for which confirmed numbers are available), 20ppm machines constituted over 54% of the Personal copier market.

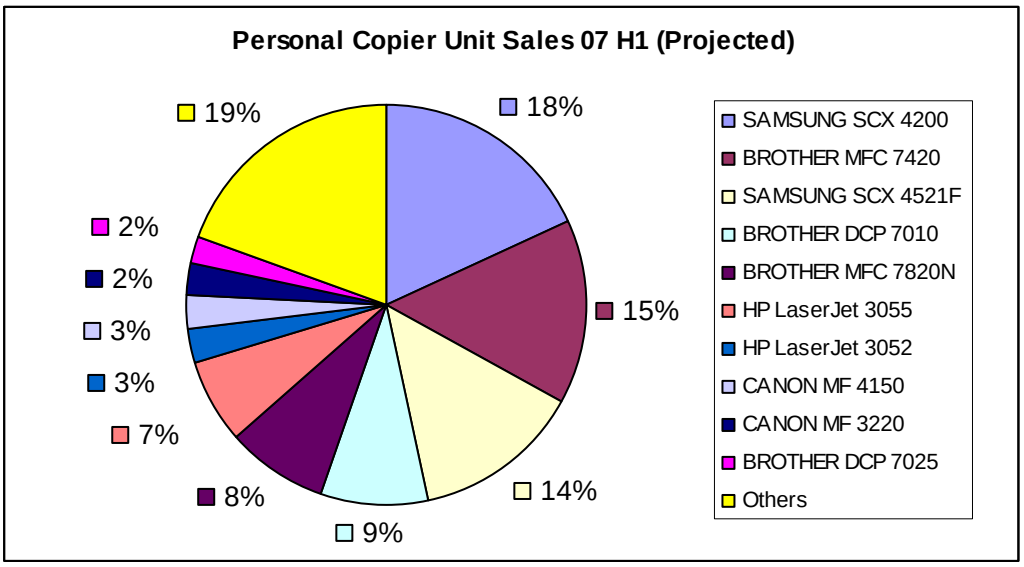
## The Future

According to Infosource, the personal copier market is projected to continue with its strong growth throughout the decade, as total annual placements almost double from 2006 to 2010. Personal copier sales are projected to rise dramatically, fuelled by demand for low-cost desktop B&W MFPs in the home and SOHO markets.

Between 2006 and 2010, Personal Copier placements are expected to grow at a compound annual growth rate (CARG) of just over 20% ( including mono & colour devices). As the desktop colour MFP market develops further – with projected sales growing at 50% CAGR over the forecast period – a steady increase is anticipated in the proportion of colour PCs, as well as continued double-digit growth for sales of B&W platen-based MFPs.




## The Competition




Samsung and Brother clearly dominate this segment with their low cost devices and large retail distribution channels.

However, Canon take 2 of the top 10 slots, and there is a large 'Other' category. This is clearly a highly fragmented market, with plenty of opportunities for the AL-2040 and AL-2020.

## Summary

The overall mono MFP market continues to rise, with the 16-20ppm segment clearly dominating it, taking over 62% of the market in 2007 H1 (projected).
In fact, much of the growth of the mono MFP market is driven by the 16-20ppm segment.

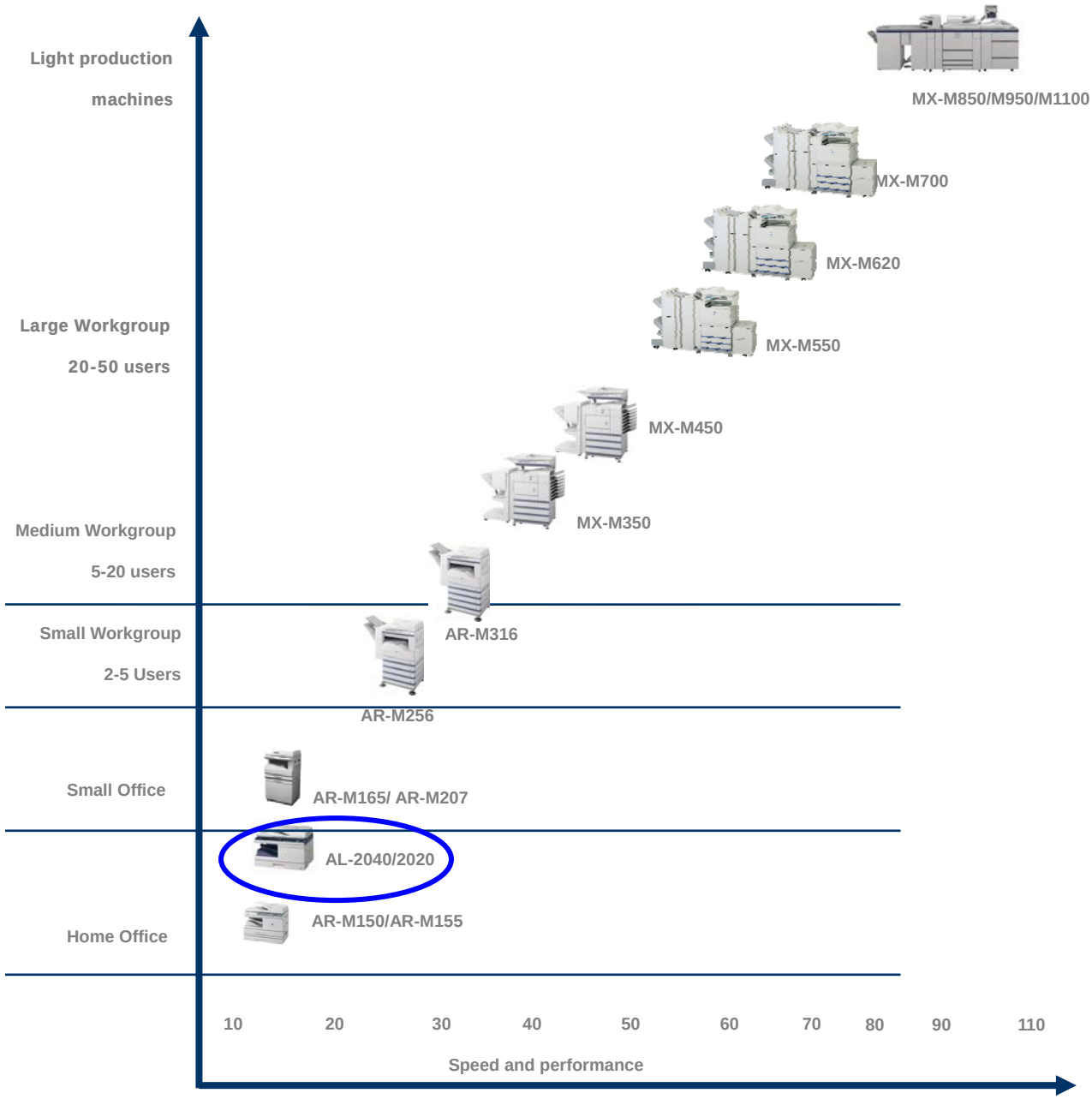
Within the 16-20ppm segment, it is clear that A4 devices make up the majority of the market. This is perhaps not surprising, given the wide availability of cheap-to-buy A4 laser MFPs available in any large computer retailer, and with the increase in people with offices in their home.

This Personal Copier market has grown steadily, and is dominated by the 20ppm device, which has accounted for around 50% of the market since 2005 2H.

Infosource predict that the Mono Personal Copier market will continue to rise, doubling in size between 2005 and 2010, making it a potentially lucrative market to any successful manufacturer.

## Product Positioning

Overview of B/W product positioning



# Sales Approach

## Overview of Product features

The AL-2040, AL-2020 is a powerful black & white machine in a compact desktop design. The most competitive features of this product are highlighted in red.

### Fast & Productive

- Auto-start – no warm-up time
- Speedy output of max. 20 ppm in B/W (copy)
- Quick first copy out time of 8.0 sec.
- Scan Once Print Many function stores scanned original into memory for a production of up to 99 copies of each page
- Excellent paper capacity of 300-sheets (inc. 50-sheets via bypass tray)
- Standard duplex capability
- Standard document feeder (AL-2040)
- Standard network printing capability (AL-2040)

AL-2040

AL-2020

### Superb image quality

- 600 dpi and 256 – level greyscale ensures finely detailed production
- Digital Auto Exposure provides optimum copy contrast
- Text/Photo/Mode recognises photos and text in the documents and hence helps to adjust the copy contrast for the best results

### New design

- New modern design
- Due to compact size, it fits into a small space

### Save energy

- Environmentally friendly – complies with new Energy Star criteria
- Toner Save mode lowers the density and therefore the amount of toner used when copying, extending the life of the cartridge and saving money.
- Auto Power Shut Off minimises energy
- Pre-Heat Mode switches off the heat-roller to reduce power consumption

# Sales Approach

The AL-2040, AL-2020 come with a whole host of features that make these machines very competitve amongst the other models in the home/small office copier/printer category.

## Overview of the key features

### No Warm-up time

- Auto-Start means no warm-up time

### Fast output Speed

- Up to 20 cpm
- More copy and print jobs handled in less time

AL-2020

### Quick first copy out time

- In 8.0 seconds
- Valuable time saved in multiple short-run jobs

### Full colour scanning

- Standard at 600 x 1200 dpi

### Superb image quality

- 600-dpi resolution and 256-level greyscale ensure finely detailed reproductions.
- Advanced Digital Auto Exposure Control provides optimum copy contrast. Three exposure modes are available: "AUTO", "TEXT" and "PHOTO". When "TEXT" or "PHOTO" is selected, the exposure can be manually adjusted to 5 levels.

### Standard duplex

- Both models come with standard duplex function

AL-2040

### Large paper capacity

- Standard 300 sheets
- Includes 50-sheet bypass tray
- Document feeder as standard for AL-2040
  (AL-2040 also has standard network printing capability)

## New design

- New modern design

## Sharp's commitment to the environment

Sharp strives to be as environmentally conscious as possible in the design and manufacture of its products.

Key environmental features of the Sharp AL-2040, AL-2020 are as follows:

- Energy Star compliance (new 2007 criteria)
- Material usage reduction for environmental benefit
  - Lead-free wiring harnesses and AC power cords
  - Chromium-free surface-treated steel

## Competitive Comparison

The competitive analysis is designed to promote the features of the AL-2040, AL-2020 in terms of their competitive advantages.

### Content Items and Order:

- Sharp AL-2020, AL-2040 Vs. Brother DCP-7010
- Sharp AL-2020, AL-2040 Vs Brother MFC-7420
- Sharp AL-2020, AL-2040 Vs Brother MFC-7820N
- Sharp AL-2020, AL-2040 Vs Canon i-Sensys MF3220
- Sharp AL-2020, AL-2040 Vs Canon i-Sensys MF4120
- Sharp AL-2020, AL-2040 Vs Canon i-Sensys MF4150
- Sharp AL-2020, AL-2040 Vs HP Laserjet 3052
- Sharp AL-2020, AL-2040 Vs HP Laserjet 3055
- Sharp AL-2020, AL-2040 Vs HP Laserjet M1005 MFP
- Sharp AL-2020, AL-2040 Vs Samsung SCX-4200
- Sharp AL-2020, AL-2040 Vs Samsung SCX-4321
- Sharp AL-2020, AL-2040 Vs Samsung SCX-4521F
- Sharp AL-2020, AL-2040 Vs Xerox Work Cente PE220

These items as above contain one page product vs product comparisons. The feature advantages are translated into application benefits. These points can be used to describe the sales arguments on what the strengths of the AL-2040, AL-2020 are.

# Sharp AL-2020 & AL-2040 vs. Brother DCP-7010

| Manufacturer | Sharp | | Brother |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | DCP-7010 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std (GDI) |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 250 |
| Max. Paper Sheets | 300 | | 250 |
| Sheets (Bypass) | 50 | | N/A |
| Max gsm Tray (Bypass) | 80 (128) | | 105 |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 0 |
| **Printer** | **Yes** | | **Yes** |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 2400x600 |
| Network Printing | No | Yes | No |
| Parallel | No | | Yes |
| USB | 2.0 Full Speed | | 2.0 Full Speed |

| Manufacturer | Sharp | | Brother |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | DCP-7010 |
| **Copier** | **Std** | | **Std** |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 10.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600x300 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 16mb |
| Copier Max. Mem. Mb | 16mb | | 16mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 432x395x253 |
| **Document Feeder** | **No** | **Yes** | **No** |
| Type | N/A | SPF | N/A |
| Capacity | N/A | 50 | N/A |
| **Fax** | **No** | | **No** |
| **Scanning** | **Std** | | **Std** |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x2400 |
| Destinations | TWAIN/WIA/STI | | TWAIN |
| Scan Utilities | Sharpdesk/Button Mgr | | PaperPort, OmniPage |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Brother DCP-7010 |
|---|---|
| • Higher paper capacity<br>• Bypass tray<br>• Heavier paper support (through bypass)<br>• Duplex output<br>• Network printing (AL-2040 only)<br>• Faster FCOT<br>• Higher copy resolution<br>• Document feeder (AL-2040 only) | • Faster print speed<br>• Higher print and scan resolution<br>• IEEE 1284 parallel port<br>• Smaller footprint |

# Sharp AL-2020 & AL-2040 vs. Brother MFC-7420

| Manufacturer | Sharp | | Brother |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MFC-7420 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std (GDI) |
| Scanner | Std | | Std |
| Fax | No | | Std |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 250 |
| Max. Paper Sheets | 300 | | 250 |
| Sheets (Bypass) | 50 | | N/A |
| Max gsm Tray (Bypass) | 80 (128) | | 105 |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 0 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 2400x600 |
| Network Printing | No | Yes | No |
| Parallel | No | | Std |
| USB | 2.0 Full Speed | | 2.0 Full Speed |

| Manufacturer | Sharp | | Brother |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MFC-7420 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 10 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600x300 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 16mb |
| Copier Max. Mem. Mb | 16mb | | 16mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 432x395x294 |
| Document Feeder | No | Yes | Yes |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 35 |
| Fax | No | | Yes |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x2400 |
| Destinations | TWAIN/WIA/STI | | TWAIN |
| Scan Utilities | Sharpdesk/Button Mgr | | Paperport & Omnipage |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Brother MFC-7420 |
|---|---|
| • Higher paper capacity<br>• Bypass tray<br>• Heavier paper support (via bypass)<br>• Duplex output<br>• Std network printing (AL-2040 only)<br>• Faster FCOT<br>• Higher copy resolution<br>• Higher capacity SPF (AL-2040 only) | • Faster print speed<br>• Faxing<br>• Higher print and scan resolution<br>• Smaller footprint<br>• IEEE 1284 parallel port |

# Sharp AL-2020 & AL-2040 vs. Brother MFC-7820N

| Manufacturer | Sharp | | Brother |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MFC-7820N |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | Std |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 250 |
| Max. Paper Sheets | 300 | | 250 |
| Sheets (Bypass) | 50 | | N/A |
| Max gsm Tray (Bypass) | 80 (128) | | 105 |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 0 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 2400x600 |
| Network Printing | No | Yes | Yes |
| Parallel | No | | Yes |
| USB | 2.0 Full Speed | | 2.0 Full Speed |

| Manufacturer | Sharp | | Brother |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MFC-7820N |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 10 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600x300 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 32mb |
| Copier Max. Mem. Mb | 16mb | | 32mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 432x395x294 |
| Document Feeder | No | Yes | Yes |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 35 |
| Fax | No | | Yes |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x2400 |
| Destinations | TWAIN/WIA/STI | | TWAIN, Net |
| Scan Utilities | Sharpdesk/Button Mgr | | Paperport & Omnipage |
| | | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Brother MFC-7820N |
|---|---|
| • Higher paper capacity<br>• Bypass tray<br>• Heavier paper support (via bypass)<br>• Std duplex<br>• Faster FCOT<br>• Higher capacity document feeder<br>• Higher resolution copying | • Faster print speed<br>• Faxing & network scanning functionality<br>• Higher print & scan resolution<br>• More memory<br>• Smaller footprint<br>• IEEE 1284 parallel port |

# Sharp AL-2020 & AL-2040 vs. Canon i-Sensys MF3220

| Manufacturer | Sharp | | Canon |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MF3220 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 250 |
| Max. Paper Sheets | 300 | | 250 |
| Sheets (Bypass) | 50 | | N/A |
| Max gsm Tray (Bypass) | 80 (128) | | |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 8 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | No |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | Canon |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MF3220 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 11 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 50-200% |
| Copier Std. Mem. Mb | 16mb | | 32mb |
| Copier Max. Mem. Mb | 16mb | | 32mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 449x430x396 |
| Document Feeder | No | Yes | No |
| Type | N/A | SPF | N/A |
| Capacity | N/A | 50 | N/A |
| Fax | No | | No |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x1200 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Canon i-Sensys MF3220 |
|---|---|
| • Higher paper capacity<br>• Bypass tray<br>• Duplex output<br>• Faster USB connection<br>• Network printing (AL-2040 only)<br>• Faster FCOT<br>• Greater copy zoom range<br>• Document feeder | • Faster print speed<br>• More memory<br>• Smaller footprint |

# Sharp AL-2020 & AL-2040 vs. Canon i-Sensys MF4120

| Manufacturer | Sharp | | Canon |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MF4120 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std* |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 251 |
| Max. Paper Sheets | 300 | | 251 |
| Sheets (Bypass) | 50 | | 1 |
| Max gsm Tray (Bypass) | 80 (128) | | 80 (128) |
| Duplex | Std | | Std |
| Warm up time (secs) | 0 | | 8 |
| Printer | Yes | | Yes* |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | No |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | Canon |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MF4120 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 9.6 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 50-200% |
| Copier Std. Mem. Mb | 16mb | | 32mb |
| Copier Max. Mem. Mb | 16mb | | 32mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 390x532x455 |
| Document Feeder | No | Yes | Yes |
| Type | N/A | SPF | ADF |
| Capacity | N/A | 50 | 35 |
| Fax | No | | No |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x600 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Canon i-Sensys MF4120 |
|---|---|
| • Higher paper capacity<br>• Higher capacity bypass tray<br>• Faster warm-up time<br>• Network printing (AL-2040 only)<br>• Faster USB connectivity<br>• Faster FCOT<br>• Greater copy zoom range<br>• Higher capacity SPF (AL-2040 only)<br>• Higher optical resolution scanning | • Faster print speed<br>• More memory<br>• Smaller footprint |

# Sharp AL-2020 & AL-2040 vs. Canon i-Sensys MF4150

| Manufacturer | Sharp | | Canon |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MF4150 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | Std |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 251 |
| Max. Paper Sheets | 300 | | 251 |
| Sheets (Bypass) | 50 | | 1 |
| Max gsm Tray (Bypass) | 80 (128) | | 80 (128) |
| Duplex | Std | | Std |
| Warm up time (secs) | 0 | | 8 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | No |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | Canon |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | MF4150 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 9.6 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 50-200% |
| Copier Std. Mem. Mb | 16mb | | 32mb |
| Copier Max. Mem. Mb | 16mb | | 32mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 390x532x455 |
| Document Feeder | No | Yes | Yes |
| Type | N/A | SPF | ADF |
| Capacity | N/A | 50 | 35 |
| Fax | No | | Yes |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x600 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Canon i-Sensys MF4150 |
|---|---|
| • Higher paper capacity<br>• Higher capacity bypass tray<br>• Faster warm-up time<br>• Network printing (AL-2040 only)<br>• Faster USB connectivity<br>• Faster FCOT<br>• Greater copy zoom range<br>• Higher capacity SPF (AL-2040 only)<br>• Higher optical resolution scanning | • Faster print speed<br>• Faxing as std<br>• More memory<br>• Smaller footprint |

# Sharp AL-2020 & AL-2040 vs. HP LaserJet 3052

| Manufacturer | Sharp | | HP |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | LJ 3052 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 260 |
| Max. Paper Sheets | 300 | | 260 |
| Sheets (Bypass) | 50 | | 10 |
| Max gsm Tray (Bypass) | 80 (128) | | 105 (163) |
| Duplex | Std | | Manual Only |
| Warm up time (secs) | 0 | | 0 |
| **Printer** | **Yes** | | **Yes** |
| Print/min. (ppm) | 15 | | 18 |
| Print Resolution | 600dpi | | 1200dpi |
| Network Printing | No | Yes | Yes |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | HP |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | LJ 3052 |
| **Copier** | **Std** | | **Std** |
| Copy/min. (cpm) | 20 | | 18 |
| FCOT (secs) | 8.0 | | 8.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 64mb |
| Copier Max. Mem. Mb | 16mb | | 64mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 497x406x393 |
| **Document Feeder** | **No** | **Yes** | **Yes** |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 50 |
| **Fax** | **No** | | **No** |
| **Scanning** | **Std** | | **Std** |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 1200dpi |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of HP LaserJet 3052 |
|---|---|
| • Faster copying<br>• Higher paper capacity<br>• Higher capacity bypass<br>• Std duplexing<br>• Faster USB connectivity | • Faster print speed<br>• Heavier paper support<br>• More memory<br>• Higher resolution scanning |

# Sharp AL-2020 & AL-2040 vs. HP LaserJet 3055

| Manufacturer | Sharp | | HP |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | LJ 3055 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | Yes |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 260 |
| Max. Paper Sheets | 300 | | 260 |
| Sheets (Bypass) | 50 | | 10 |
| Max gsm Tray (Bypass) | 80 (128) | | 105 (163) |
| Duplex | Std | | Manual Only |
| Warm up time (secs) | 0 | | 0 |
| **Printer** | **Yes** | | **Yes** |
| Print/min. (ppm) | 15 | | 18 |
| Print Resolution | 600dpi | | 1200dpi |
| Network Printing | No | Yes | Yes |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | HP |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | LJ 3055 |
| **Copier** | **Std** | | **Std** |
| Copy/min. (cpm) | 20 | | 18 |
| FCOT (secs) | 8.0 | | 8.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 64mb |
| Copier Max. Mem. Mb | 16mb | | 64mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 497x406x393 |
| **Document Feeder** | **No** | **Yes** | **Yes** |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 50 |
| **Fax** | **No** | | **Yes** |
| **Scanning** | **Std** | | **Std** |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 1200dpi |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of HP LaserJet 3055 |
|---|---|
| • Faster printing & copying<br>• Higher paper capacity<br>• Higher capacity bypass<br>• Std duplexing<br>• Faster USB connectivity | • Faster print speed<br>• Heavier paper support<br>• More memory<br>• Higher resolution scanning<br>• Faxing |

# Sharp AL-2020 & AL-2040 vs. HP LaserJet M1005 MFP

| Manufacturer | Sharp | | HP |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | LJ M1005 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 160 |
| Max. Paper Sheets | 300 | | 160 |
| Sheets (Bypass) | 50 | | 10 |
| Max gsm Tray (Bypass) | 80 (128) | | 163 (260) |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 0 |
| **Printer** | **Yes** | | **Yes** |
| Print/min. (ppm) | 15 | | 14 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | No |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | HP |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | LJ M1005 |
| **Copier** | **Std** | | **Std** |
| Copy/min. (cpm) | 20 | | 14 |
| FCOT (secs) | 8.0 | | 10 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 32mb |
| Copier Max. Mem. Mb | 16mb | | 32mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 437x363x308 |
| **Document Feeder** | **No** | **Yes** | **No** |
| Type | N/A | SPF | N/A |
| Capacity | N/A | 50 | N/A |
| **Fax** | **No** | | **No** |
| **Scanning** | **Std** | | **Std** |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 1200 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of HP LaserJet M1005 MFP |
|---|---|
| • Faster printing or copying<br>• Higher paper capacity<br>• Higher capacity bypass tray<br>• Std duplex<br>• Network printing (AL-2040 only)<br>• Faster USB connectivity<br>• Faster FCOT<br>• Document feeder (AL-2040 only) | • Heavier paper support<br>• More memory<br>• Smaller footprint<br>• Higher resolution scanning |

# Sharp AL-2020 & AL-2040 vs. Samsung SCX-4200

| Manufacturer | Sharp | | Samsung |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | SCX-4200 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 251* |
| Max. Paper Sheets | 300 | | 251* |
| Sheets (Bypass) | 50 | | 1 |
| Max gsm Tray (Bypass) | 80 (128) | | 90 (160) |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 42 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 18 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | Opt** |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 2.0 Hi Speed |

| Manufacturer | Sharp | | Samsung |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | SCX-4200 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 18 |
| FCOT (secs) | 8.0 | | 11.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 50-200% |
| Copier Std. Mem. Mb | 16mb | | 8mb |
| Copier Max. Mem. Mb | 16mb | | 8mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 409x362x232 |
| Document Feeder | No | Yes | No |
| Type | N/A | SPF | N/A |
| Capacity | N/A | 50 | N/A |
| Fax | No | | No |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x2400 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

* based on 75gsm paper ** With optional external print controller

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Samsung SCX-4200 |
|---|---|
| • Faster copying<br>• Higher paper capacity<br>• Larger bypass tray<br>• Std duplex output<br>• Faster warm-up time<br>• Faster USB connectivity<br>• Std network printing (AL-2040 only)<br>• Faster FCOT<br>• Greater zoom range<br>• More memory<br>• SPF (AL-2040 only) | • Faster print speed<br>• Heavier paper support<br>• Smaller footprint<br>• Higher scanning resolution |

# Sharp AL-2020 & AL-2040 vs. Samsung SCX-4321

| Manufacturer | Sharp | | Samsung |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | SCX-4321 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | No |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 151* |
| Max. Paper Sheets | 300 | | 151* |
| Sheets (Bypass) | 50 | | 1 |
| Max gsm Tray (Bypass) | 80 (128) | | 90 (165) |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 35 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | Opt** |
| Parallel | No | | No |
| USB | 2.0 Full Speed | | 1.1 |

| Manufacturer | Sharp | | Samsung |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | SCX-4321 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 11.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 16mb |
| Copier Max. Mem. Mb | 16mb | | 16mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 438x374x368 |
| Document Feeder | No | Yes | Yes |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 30* |
| Fax | No | | No |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x600 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

* based on 75gsm paper ** With optional external print controller or optional WiFi controller

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Samsung SCX-4321 |
|---|---|
| • Higher paper capacity<br>• Higher capacity bypass tray<br>• Higher scanning resolution<br>• Faster warm-up time<br>• Network printing (AL-2040 only)<br>• USB 2.0 connectivity<br>• Faster FCOT<br>• Higher capacity SPF (AL-2040 only) | • Faster print speed<br>• Smaller footprint<br>• Heavier paper support |

# Sharp AL-2020 & AL-2040 vs. Samsung SCX-4521F

| Manufacturer | Sharp | | Samsung |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | SCX-4521F |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | Yes |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 151* |
| Max. Paper Sheets | 300 | | 151* |
| Sheets (Bypass) | 50 | | 1 |
| Max gsm Tray (Bypass) | 80 (128) | | 90 (165) |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 35 |
| **Printer** | **Yes** | | **Yes** |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | Opt** |
| Parallel | No | | Std |
| USB | 2.0 Full Speed | | 1.1 |

| Manufacturer | Sharp | | Samsung |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | SCX-4521F |
| **Copier** | **Std** | | **Std** |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 11.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 16mb |
| Copier Max. Mem. Mb | 16mb | | 16mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 438x374x368 |
| **Document Feeder** | **No** | **Yes** | **Yes** |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 30* |
| **Fax** | **No** | | **No** |
| **Scanning** | **Std** | | **Std** |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x600 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |
| | | | |

* based on 75gsm paper ** With optional external print controller or optional WiFi controller

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Samsung SCX-4521F |
|---|---|
| • Higher paper capacity<br>• Higher scanning resolution<br>• Higher capacity bypass tray<br>• Faster warm-up time<br>• Network printing (AL-2040 only)<br>• USB 2.0 connectivity<br>• Faster FCOT<br>• Higher capacity SPF (AL-2040 only) | • Faster print speed<br>• Faxing capability<br>• Heavier paper support<br>• IEEE 1284 parallel port<br>• Smaller footprint |

# Sharp AL-2020 & AL-2040 vs. Xerox WorkCentre PE220

| Manufacturer | Sharp | | Xerox |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | WC PE220 |
| Launch Date | October 2007 | | |
| Also Sold As | N/A | | N/A |
| Multifunctionality | Std | | Std |
| Printer | Std (GDI) | | Std |
| Scanner | Std | | Std |
| Fax | No | | Std |
| Base Engine | Desktop | | Desktop |
| Paper Max. Size | A4 | | A4 |
| Total Cassettes Std. | 1 | | 1 |
| Total Cassettes Max. | 1 | | 1 |
| Total Sheets Std. | 300 | | 151 |
| Max. Paper Sheets | 300 | | 151 |
| Sheets (Bypass) | 50 | | 1 |
| Max gsm Tray (Bypass) | 80 (128) | | 90 (165) |
| Duplex | Std | | No |
| Warm up time (secs) | 0 | | 35 |
| Printer | Yes | | Yes |
| Print/min. (ppm) | 15 | | 20 |
| Print Resolution | 600dpi | | 600dpi |
| Network Printing | No | Yes | No |
| Parallel | No | | Std |
| USB | 2.0 Full Speed | | 1.1 |

| Manufacturer | Sharp | | Xerox |
|---|---|---|---|
| Model | AL-2020 | AL-2040 | WC PE220 |
| Copier | Std | | Std |
| Copy/min. (cpm) | 20 | | 20 |
| FCOT (secs) | 8.0 | | 11.0 |
| Max. Original Size | A4 | | A4 |
| Max. Qty. Select | 99 | | 99 |
| Copy Resolution | 600 | | 600 |
| Zoom Range | 25-400% | | 25-400% |
| Copier Std. Mem. Mb | 16mb | | 16mb |
| Copier Max. Mem. Mb | 16mb | | 16mb |
| SOPM | Yes | | Yes |
| e-Sort | No | | No |
| Dimensions (WxDxH) | | 518x445x358 | 438x374x368 |
| Document Feeder | No | Yes | Yes |
| Type | N/A | SPF | SPF |
| Capacity | N/A | 50 | 30* |
| Fax | No | | No |
| Scanning | Std | | Std |
| Type | Colour | | Colour |
| Resolution | 600x1200 | | 600x600 |
| Destinations | TWAIN/WIA/STI | | TWAIN/WIA |
| Scan Utilities | Sharpdesk/Button Mgr | | |

* based on 75gsm paper

| Advantages of Sharp AL-2020 / AL-2040 | Advantages of Xerox WorkCentre PE220 |
|---|---|
| • Higher paper capacity<br>• Higher scanning resolution<br>• Higher capacity bypass tray<br>• Faster warm-up time<br>• Network printing (AL-2040 only)<br>• USB 2.0 connectivity<br>• Faster FCOT<br>• Higher capacity SPF (AL-2040 only) | • Faster print speed<br>• Faxing capability<br>• Heavier paper support<br>• IEEE 1284 parallel port<br>• Smaller footprint |

# Feature List

## General Setting Functions

| Name | Description |
|---|---|
| Auto Start | Ready to be used straight away – no warm-up time |
| Auto Clear | The AL-2040, AL-2020 return to its initial state after a certain period of inactivity. |
| Auto Power Shut-Off | Turns the machine off after it has remained idle for a preset amount of time. You can preset this shut-off time as desired. |

## Copy Functions

| Name | Description |
|---|---|
| Exposure | Auto/Text/Photo |
| SOPM (Scan Once / Print Many) | As this is a digital machine, originals are scanned once and stored in memory. All copies are then produced from memory saving time and wear on the scanner |
| Toner Save Mode | Toner Save mode lowers the density and therefore the amount of toner used when copying, extending the life of the cartridge and saving money. |
| Pre-Heat Mode | Is the first level of power reduction on the AL-2040, AL-2020. After the machine has completed a job and no further machine operations have been performed, the power to the fuse unit is reduced. |

## Printer Functions

| Name | Description |
|---|---|
| Fit to Page | Automatically selects the appropriate reduction/enlargement ratio to match the paper size you select. |
| 2-in-1/4-in-1 | Multiple originals can be copied on a single sheet of paper. |
| Image orientation | Users can choose between portrait and landscape as the image orientation for print jobs. |
| Watermark | Prints a watermark such as "IMPORTANT" or "CONFIDENTIAL" onto your printouts. |
| N-up border | Multiple pages of data can be printed on a single sheet of paper – bordered in black |
| Collation | Prints multiple pages in logical sequence |
| Image adjustment | Lightens or darkens a copy that is being made -especially useful if the original is very dark |

## Specifications

| General | |
|---|---|
| Original paper size / Printed size | Max. A4 / Max. A4 – Min. A6 |
| Standard paper capacity | 250 + MB(50) |
| Paper weight (tray / bypass) | 56-80 g/m$^2$ / 52-128 g/m$^2$ |
| Output capacity | 100 sheets (Face down) |
| Warm-up time | 0 sec.(Auto start) |
| Resolution | 600 dpi |
| Memory | 16 MB |
| Duplex | STD |
| Power consumption | 1 Kw |
| Power requirements | Rated AC voltage 220/240V, 50/60Hz |
| Dimensions (W-D-H) | 518 x 445 x 298 (AL-2020) 518 x 445 x 358 (AL-2040) |
| Weight | 16.2 Kg (AL-2020) 17.2 Kg (AL-2040) |
| MCV (Average/Max) | 800 sheets / 2000 sheets |
| MCBF / MCBJ | 28k/2k (AL-2020) 2536k/2k (AL-2040) |
| Life | 120k or 5years |
| **Copier** | |
| Copy speed (A4:continuous) | 20 cpm |
| SOPM / Continuous copy | Yes / Max.99 |
| First copy out time | 8.0 seconds |
| Gradations | 256-levels |
| Scan resolution | 600 x 600 dpi |
| Zoom range | 25-400% in 1% intervals |
| Exposure Mode | Auto/Text/Photo |
| Auto Exposure Mode | 5-levels (Text/Photo) |
| Preset (copy) zoom ratios | 25,50,70,86,100,141,200,400% |
| Continious copy | Max. 99 copies |
| Copier functions | Pre-heat Function, Toner Save Mode, Auto Power Shut-Off |
| **Document Feeder SPF (STD for AL-2040)** | |
| Original capacity | 50 sheets |
| Original replacement speed | 14 opm |
| **Printer** | |
| Print speed (A4:continuous) | 15 ppm |
| PDL (Emulation) | GDI |
| Interface | USB 2.0 (AL-2020) USB 2.0 RJ45 (10BASE-T) (AL2040) |
| Memory | Utilise copier memory |
| Supported OS | Win98, Me, 2000, XP, Vista |
| Printer functions | 2 in ¼ 4 in 1 function, Image Orientation, Fit to Page, Watermark, Inage Adjustment, Collation, N-Up border |
| **Scan** | |
| Scan method | Push Scan (via operations panel) Pull Scan (with TWAIN-supporting application) |
| Resolution | 600 x 1,200 dpi |
| Colour scanning | Standard |
| Interface | USB 2.0 |
| Scanning Utility Software | Button Manager, Sharpdesk3.2, Composer |
| Supported OS / | Win98, Me, 2000, XP, Vista |

## Consumables

| Consumable name | Contents | Qty | Life | Min Order Qty | Remark |
|---|---|---|---|---|---|
| AL-100DR | Drum cartridge | 1 | 18k | 1 | |
| AL-110DC | Toner developer cartridge | 1 | 4k | 1 | A4 5% coverage |

# Appendix

## Difference between AL-1552, AL-1553 and AL-2040, AL-2040

– advantages of AL-2040, AL-2020 have been highlighted in yellow

| | | |
|---|---|---|
| **General** | **AL-1552, AL-1553** | **AL-2020, AL2040** |
| Original paper size / Printed size | Max. A4 / Max. A4 – Min. A6 | Max. A4 / Max. A4 – Min. A6 |
| Standard paper capacity | 250 (AL-1152) 250 + MB(50) (AL-1553) | 250 + MB(50) both models |
| Paper weight (tray / bypass) | 56-80 g/m$^2$ / 52-128 g/m$^2$ | 56-80 g/m$^2$ / 52-128 g/m$^2$ |
| Output capacity | 100 sheets (Face down) | 100 sheets (Face down) |
| Warm-up time | 0 sec.(Auto start) | 0 sec.(Auto start) |
| Resolution | 600 dpi | 600 dpi |
| Memory | 16 MB | 16 MB |
| Duplex | STD | STD |
| Power consumption | 1 Kw | 1 Kw |
| Power requirements | Rated AC voltage 220/240V, 50/60Hz | Rated AC voltage 220/240V, 50/60Hz |
| Dimensions (W-D-H) | 518 x 463 x 296 (AL-1552_ 518 x 493 x 380 (AL-1553) | 518 x 445 x 298 (AL-2020) 518 x 445 x 358 (AL-2040) |
| Weight | 16 Kg (AL-1552), 19 Kg (AL-1553) | 16.2 Kg (AL-2020) 17.2 Kg (AL-2040) |
| MCV (Average/Max) | 800 sheets / 2000 sheets | 800 sheets / 2000 sheets |
| MCBF / MCBJ | 28k/2k (AL-2020) 2536k/2k (AL-2040) | 28k/2k (AL-2020) 2536k/2k (AL-2040) |
| Life | 120k or 5years | 120k or 5years |
| **Copier** | | |
| Copy speed (A4:continuous) | 15 cpm | 20 cpm |
| SOPM / Continuous copy | Yes / Max.99 | Yes / Max.99 |
| First copy out time | 9.6 seconds | 8.0 seconds |
| Gradations | 256-levels | 256-levels |
| Scan resolution | 600 x 600 dpi | 600 x 600 dpi |
| Zoom range | 25-400% in 1% intervals | 25-400% in 1% intervals |
| Exposure Mode | Auto/Text/Photo | Auto/Text/Photo |
| Auto Exposure Mode | 5-levels (Text/Photo) | 5-levels (Text/Photo) |
| Preset (copy) zoom ratios | 25,50,70,86,100,141,200,400 % | 25,50,70,86,100,141,200,400% |
| Continious copy | Max. 99 copies | Max. 99 copies |
| Copier functions | Pre-heat Function, Toner Save Mode, Auto Power Shut-Off | Pre-heat Function, Toner Save Mode, Auto Power Shut-Off |
| **Document Feeder SPF** | **AL-1553 only** | **AL-2040 only** |
| Original capacity | 30 sheets | 50 sheets |
| Original replacement speed | 12 opm | 14 opm |
| **Printer** | | |
| Print speed (A4:continuous) | 12 ppm | 15 ppm |
| PDL (Emulation) | GDI | GDI |
| | | |

| | | |
|---|---|---|
| Interface | IEEE 1284 USB 1.1 | USB 2.0 (AL-2020) USB 2.0 RJ45 (10BASE-T) (AL2040) |
| Memory | Utilise copier memory | Utilise copier memory |
| Supported OS | Win98, Me, 2000, XP, Vista | Win98, Me, 2000, XP, Vista |
| Printer functions | 2 in 1/4 in 1 function, Image Orientation, Fit to Page, Watermark, Inage Adjustment, Collation, N-Up border | 2 in 1/ 4 in 1 function, Image Orientation, Fit to Page, Watermark, Inage Adjustment, Collation, N-Up border |
| Scan | | |
| Scan method | Push Scan (via operations panel) Pull Scan (with TWAIN-supporting application) | Push Scan (via operations panel) Pull Scan (with TWAIN-supporting application) |
| Resolution | 600 x 1200 dpi | 600 x 1200 dpi |
| Colour scanning | Standard | Standard |
| Interface | USB 1.1 | USB 2.0 |
| Scanning Utility Software | Button Manager, Sharpdesk2.7 | Button Manager, Sharpdesk3.2 |
| Supported OS | Win98, Me, 2000, XP, Vista | Win98, Me, 2000, XP, Vista |